

# *The* DAN SULLIVAN Question



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# The Dan Sullivan Question

**Ian Pickup**



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Who Not How Dan Sullivan with Benjamin Hardy, 2020-10-20

Have you ever had a new idea or a goal that excites you but not enough time to execute it? What about a goal you really want to accomplish but can't because instead of taking action you procrastinate? Do you feel like the only way things are going to get done is if you do them? But what if it wasn't that way? What if you had a team of people around you that helped you accomplish your goals while you helped them accomplish theirs? When we want something done, we've been trained to ask ourselves, "How can I do this?" Well, there is a better question to ask: "One that unlocks a whole new world of ease and accomplishment." Expert coach Dan Sullivan knows the question we should ask instead: "Who can do this for me?" This may seem simple, and it is. But don't let the lack of complexity fool you. By mastering this question, you will quickly learn how billionaires and successful entrepreneurs like Dan build incredible businesses and personal freedom. This book will teach you how to make this essential paradigm shift so you can build a successful business effectively while not killing yourself. Immediately free up 1,000 hours of work that you shouldn't be doing anyway. Bypass the typical scarcity and decline of aging and other societal norms. Increase your vision in all areas of life and build teams of

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